

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-10 ISO-00 DODE-00 EB-03 NSAE-00 RSC-01

TRSE-00 AEC-05 CIAE-00 ACDA-10 MC-02 DRC-01 /033 W

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P R 101536Z OCT 74

FM AMEMBASSY THE HAGUE

TO SECSTATE WASHDC PRIORITY 4533

INFO AMEMBASSY PARIS PRIORITY

AMEMBASSY STOCKHOLM

C O N F I D E N T I A L THE HAGUE 5028

E.O. 11652: XGDS-1

TAGS: ESTC, COCOM, NL

SUBJ: POSSIBLE EXPORTS OF IL ITEMS BY SWEDISH SUB OF
DUTCH FIRM

REF: STATE 207572

1. ACCORDING TO CHIEF OF MINECON OFFICE OF STRATEGIC TRADE CONTROL, GON EXERCISES NO DIRECT CONTROLS OVER EXPORTS OF STRATEGIC OR OTHER COMMODITIES BY SUBS OF DUTCH FIRMS LOCATED OUTSIDE NETHERLANDS. IT IS EMBASSY IMPRESSION THAT IN DEALING WITH PARENT COMPANIES, DUTCH EXCON AUTHORITIES MAY SOMETIMES OFFER "GUIDANCE". GON, HOWEVER, IS CAREFUL NOT TO INJECT ITSELF DIRECTLY INTO ACTIVITIES OF FIRMS WHICH ARE NOT LOCATED IN THE NETHERLANDS, ESPECIALLY IF COUNTRIES CONCERNED ARE COCOM MEMBERS, AS IT FEELS SUCH ACTIONS WOULD BE CONSTRUED BY THESE OTHER COUNTRIES AS MEDDLING IN THEIR AFFAIRS.

2. PHILIPS COMPANY REF IN THE HAGUE (HULSMANN), WHOM EMBASSY CONTACTED CONCERNING REFTTEL, RESPONDED TO OUR QUERY BY SAYING (A) GON EXERCISES NO CONTROLS OVER EXPORT TO THIRD COUNTRIES BY PHILIPS SUBS LOCATED OUTSIDE THE NETHERLANDS; (B) IT WOULD NOT BE PROPER FOR GON TO EXERCISE OR SEEK TO EXERCISE SUCH CONTROLS; (C) QUESTION OF EXPORTS BY PHILIPS COMPANIES IS MATTER OF INTERNAL COMPANY POLICY, SUBJECT TO LEGAL AND ADMINISTRATIVE CONTROLS AND REGULATIONS OF COUNTRY

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OF EXPORT.

3. HULSMANN (WHO WAS NOT FAMILIAR WITH PRODUCT IDENTIFIED REFTEL OR SIVERS FIRM) DID SUGGEST, HOWEVER, THAT PARENT FIRM IN NETHERLANDS PROVIDES GUIDANCE ON SUBS' DEALINGS WITH (AND, IMPLICITLY, ON EXPORTS TO) EASTERN EUROPEAN COUNTRIES. EXPORTS TO USSR IN PARTICULAR ARE NOT ENCOURAGED, HE SAID, AS THE PARENT FIRM WOULD NOT WANT TO DEVELOP ANY DEPENDENCE ON THAT MARKET (COMMENT: THIS POSITION WOULD APPEAR TO BE AS MUCH AS REFLECTION OF THE MANAGEMENT'S POLITICAL PHILOSOPHY AS OF REASON OFFERED BY HUSLMANN).

4. HULSMANN WAS NOT WILLING TO PROVIDE FURTHER INSIGHTS INTO MANNER IN WHICH EXPORTS OF STRATEGIC COMMODITIES BY PHILIPS SUBS OUTSIDE HOLLAND MAY BE CONTROLLED OR MONITORED BY PARENT FIRM, SAYING ONLY THAT THIS IS MATTER F INTERNAL COMPANY POLICY. HE WAS, HOWEVER, CONVERSANT WITHWORKINGS OF COCOM MACHINERY, AND SAID THAT US ATTITUDE TOWARD E-W TRADE SEEMS MUCH MORE LIBERAL IN SUBSTANCE THAN DUTCH POSITION, STRONGLY IMPLYING PHILIPS FIRM'S THINKING IS MORE IN TUNE WITH GON VIEWS. (SEE HAGUE 1091 OF 3/5/74).
GOULD

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